

U.S. Small Business Administration  
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Date of Newsletter: September 8, 2008  
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## Save the Date:

More information can be obtained at  
[www.sba.gov/ut](http://www.sba.gov/ut) and select Events Calendar

### September 8, 2008

#### Start Smart

St. George SBDC-225 S 700 ESLC, St. George  
8:00 am till 10:00 am

#### Marketing Essentials Week

Salt Lake Chamber-175 E 400 S, Ste 600, SLC  
4:00 pm till 6 pm

### September 9, 2008

#### Inicio Inteligente

Ogden Business Information Center 2444  
Washington Blvd  
6:00 pm till 8:00 pm

#### Marketing Essentials Week

Salt Lake Chamber-175 E 400 S, Ste 600, SLC, UT  
4:00 pm till 6 pm

### September 10, 2008

#### Marketing Essentials Week

Salt Lake Chamber-175 E 400 S, Ste 600, SLC, UT  
4:00 pm till 6 pm

#### Choosing a Business Entity

SLCC Miller Campus -9750 S 300 W #203 Sandy  
8:30 am till 11:00 am



## SBA WELCOMES ACTING ADMINISTRATOR SANDY K. BARUAH



WASHINGTON, DC -- In response to President George W. Bush naming Sandy K. Baruah to be the U.S. Small Business Administration's Acting Administrator, today the agency welcomed Baruah and prepared for his arrival.

Baruah, who is pending Senate confirmation as SBA Administrator, is Assistant Secretary for Economic Development at the Department of Commerce, and comes to SBA with deep experience in promoting local business growth,

managing organizational change, and responding to federal disasters. He has worked for small businesses, helped small businesses grow, and was raised by a mother who ran her own small business.

Baruah helped lead significant accomplishments for the Economic Development Administration, including the agency's induction into the Balanced Scorecard Hall of Fame, passage of EDA's Congressional reauthorization, the agency's inclusion in President Bush's Executive Order which established the Preserve America Initiative, and achieved the second-highest effectiveness ranking from the White House's Office Management and Budget.

Baruah was nominated June 26, 2008.

"I'm honored to be named SBA's Acting Administrator by the President," Baruah said. "I look forward to working with Deputy Administrator Jovita Carranza, who has ably carried on the agency's work with SBA's great team of professional staff. I intend to help SBA carry on its mission as it navigates the height of hurricane season and deals with the current economic challenges and tightening credit opportunities for small business."

"I'm also committed to continuing former SBA Administrator Steve Preston's reform agenda and seeing its improvements through," Baruah added. "SBA's customers and employees deserve an agency that is efficient, effective and customer friendly in fulfilling its important mission."

"I look forward to working with members of Congress and welcome the opportunity to work in a collaborative and bipartisan manner to bring meaningful help to small business," Baruah concluded.

SBA Deputy Administrator Carranza welcomed Baruah. "We're very pleased to have a leader of Sandy's caliber joining our team and look forward to working with him. There's a great deal we still want to accomplish between now and January."

Baruah began his first day at SBA on August 18.

September 10, 2008

**Startup Princess - Women Entrepreneur Group**  
Orem SBDC, UVSC, Orem, Utah  
10:30 am till 1:00 pm

**Internet Marketing**  
SLCC, Miller Campus, 9750 S 300 W, Sandy  
6:00 pm till 9:00 pm

September 11, 2008

**Marketing Essentials Week**  
Salt Lake Chamber-175 E 400 S, Ste 600, SLC, UT  
4:00 pm till 6 pm

**Sole Proprietor Tax Workshop**  
SLCC, SBDC, 9750 S 300 W, Sandy  
8:30 am till 12:00 pm

September 13, 2008

**Money Smart**  
Ogden Business Information Center,  
2444 Washington Blvd, Ogden  
10:00 am till 12:00 pm

September 15, 2008

**Start Smart**  
St. George SBDC-225 S 700 ESLC, St. George  
8:00 am till 10:00 am

September 16, 2008

**Start Smart**  
Ogden/Weber Applied Technology College,  
1843 W 4000 S, Roy  
6:00pm till 8:00 pm

September 17, 2008

**How To Start & Operate A New Business**  
Salt Lake County Bldg., 2001 So State St, No Bldg, Rm 4010, Salt Lake  
8:30 am till 4:30 pm

**Internet Marketing**  
SLCC, Miller Campus, 9750 S 300 W, Sandy  
6:00 pm till 9:00 pm

September 18, 2008

**Small Business Employer Tax Workshop**  
SLCC Miller Campus 9750 s 300 W #206  
Sandy  
8:00 am till 4:30 pm

## **New Regional Administrator for Region Eight S. Russell Smith, III**



S. Russell Smith, III has been appointed as the Regional Administrator for Region Eight of the U.S. Small Business Administration (SBA),

effective September 7<sup>th</sup>. Region Eight includes: Colorado, Montana, North Dakota, South Dakota, Utah and Wyoming.

Mr. Smith's previous government service with SBA includes: Senior Advisor in the office of Capital Access, and Deputy Director of Communications and Public liaison. The office of Capital Access runs the SBA's loan programs, which have a portfolio of around \$80 billion and the office of Communications and Public Liaison manages internal and most external communications at the SBA.

Before coming to the SBA, Mr. Smith served as a Director with the Corporate Executive Board, a membership-based, for-profit research practice serving some of the world's pre-eminent corporations with strategic and best practices research in the area of sales, marketing, and communications. Mr. Smith worked for the Corporate Executive Board from 1999 to early 2007. He worked for three years in sales and sales management and then moved to executive education, where he counseled senior corporate leaders on a wide variety of strategic issues.

In addition, Mr. Smith spent time in the energy law practice of White & Case, a New York-based firm with more than 30 offices worldwide. He also worked at a military history non-profit, based in Arlington, VA.

Mr. Smith graduated from Georgetown University, in Washington, D.C., with a degree in political philosophy. He has also taken graduate courses at the American Military University and the University of Maryland-College Park. A native of Louisville, Kentucky, he now resides on Capitol Hill in Washington.

SBA's Utah District Office welcomes Russell to Region Eight!

## **How to help minority-owned small businesses expand their businesses globally. By Jovita Carranza, SBA Deputy Administrator**

It has been 25 years since then-President Ronald Reagan proclaimed the very first Minority Enterprise Development Week, or MED Week. Since then, every President has issued a Proclamation designating a week for minority business owners to gather, speak with government officials, be honored for their achievements, and – perhaps most importantly – share ideas and innovations with each other.

At the time, minority-owned small businesses were among the fastest growing sectors in the American economy, despite the significant challenges they faced, among them gaining access to capital and federal contracting opportunities.

This year's MED Week conference, the largest federally sponsored event held for minority businesses each year, will be held on Sept. 3-5 in Washington, D.C. at the Omni Shoreham Hotel. The event is co-hosted by the U.S. Small Business Administration and the Minority Business Development Agency of the U.S. Department of Commerce. To learn more information about the details for the event, visit [www.medweek.gov](http://www.medweek.gov) or to attend one of SBA's local MED Week events around the country.

The focus this year is on helping minority-owned businesses turn today's economic challenges into opportunities by forming partnerships with enterprises domestically and overseas. The theme – "*The Power of Strategic Alliances and the Global Economy*" – is timely because of the opportunities international commerce offers to form partnerships and alliances, combine resources, tap into new markets, share financial risks and increase business capacity.

When minority businesses join forces with entities in Africa, Asia, Latin America and the Caribbean, they gain access to a larger pool of human resources and raw materials and expose their companies to new export markets, creating a larger base of customers and more room for innovation, competitiveness and growth.

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September 18, 2008

**Business Essentials - 3 -Steps to Reduce the Fear Factor of Change**

Salt Lake Chamber, 175 E 400 S, Ste 600, SLC  
4:00pm till 6:00pm

September 22, 2008

**Start Smart**

St. George SBDC-225 S 700 ESLC, St. George  
8:00 am till 10:00 am

**Start Smart**

SLCC Miller Campus 9750 s 300 W #206 Sandy  
3:00pm till 5:00 pm

**WBC New Client Orientation**

SLCC, Miller Campus, 9750 S 300 W, Sandy  
9:00 am till 10:00 am

September 23, 2008

**Write For The 21st Century**

SLCC, Miller Campus, 9750 S 300 W, Sandy  
8:00 am till 4:30 pm

September 24, 2008

**Internet Marketing**

SLCC, Miller Campus, 9750 S 300 W, Sandy  
6:00 pm till 9:00 pm

September 26, 2008

**SCORE, Small Business Workshop**

Business Information Center,  
2444 Washington Blvd, Ogden  
8:30 am till 4:00 pm

September 27, 2008

**Start Smart**

Ogden Business Information Center,  
2444 Washington Blvd, Ogden  
10:00 am till 12:00 pm

September 29, 2008

**Start Smart**

St. George SBDC, 225 S 700 E, St George  
0800 am till 10:00 am

September 30, 2008

**8(a) Program Workshop**

Federal Building, 125 So State St, Room 2222  
10:00 am till 11:30 am

October 2, 2008

**Start Smart**

SLCC Miller Campus 9750 s 300 W #206 Sandy  
3:00 pm till 5:00 pm

**How to help minority-owned small businesses -Continued**

Med Week provides a critical opportunity for the public and private sectors to have a continuing dialogue about the strength of our economy and the vital role of minority entrepreneurs and their firms in keeping America strong and competitive. MED Week also offers minority entrepreneurs and business owners an opportunity to showcase their strength and to network with some of the nation's foremost business strategists, investors, contracting officers and policy makers.

In the last 25 years, the number of minority-owned businesses in this country has nearly tripled. With more than four million minority firms contributing creating jobs and opportunity, with 4.7 million employees and \$661 billion in annual revenues, minority-owned businesses are still among the fastest growing sectors.

Why is that? It is largely because of their spirit of entrepreneurship, the combination of hard work and calculated risks people take to keep their businesses successful. It is also because we are all privileged to live in a nation where that kind of drive and dedication can take you anywhere, where the only thing limiting us is ourselves.

I am so proud to work for a President who understands small business. President Bush gets it. He knows that small businesses create jobs and create wealth. He understands that helping small businesses leads to a strong economy and a strong nation.

The President understands that the demographics of entrepreneurship are changing. It's no accident that this administration has accomplished historic results for all small businesses, especially emerging market small businesses. Encouraging and helping minority-owned businesses isn't just the right thing to do. It's the smart thing to do for today's economy and for the future.

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**Employee Spotlight –  
Blaine Andrus**



Blaine graduated from Sothern Utah State College in Cedar City with degrees in Business Administration & Accounting. He gained lending experience as a loan

officer at First Security Bank providing a foundation for a smooth transition to SBA. Blaine joined SBA as a Liquidation Loan Specialist in April of 1983, and was named chief of portfolio management in 1989. He was eventually responsible for overseeing all of the processing, servicing and liquidation of loans for the Utah District Office.

Blaine has enjoyed working with the SBA family for over 25 years. From February 2004 to August 2007 he was an integral part of the setup and operation of the SBA's National Guaranty Purchase Center in Herndon Virginia. He was the senior front line approval officer for guaranteed purchases, and worked with Center Management to prepare for the transition to new purchase system to expedite completion of the guaranty purchase on defaulted SBA loans.

In September 2007, he had the opportunity to return to the Utah District Office as the Lead Business Development Specialist. His responsibilities now include general oversight of the 8a Minority Enterprise Development area, Lender Relations Staff, and other areas of SBA emphasis.

Blaine's outside interests have always revolved around family and community service. He was recognized for his service in scouting as a recipient of the Silver Beaver Award by the Great Salt Lake Counsel of Boy Scouts of America. While in Virginia, Blaine and his family received an award for the outstanding volunteer family for Loudoun County for 2007.

The best part of being back in Utah is the opportunity that he and his wife of 32 years Lynette, have to spend more time with their 5 children, and 8 grandchildren.

If you have questions about any of the SBA programs, please give him a call and he will help you find the answers.

LENDER	August Loan Numbers	August Total Dollars	YTD Loan Numbers	YTD Dollars
AMERICA FIRST FCU	15	\$420,000	152	\$4,332,700
AMERICA WEST BANK	3	\$3,136,500	27	\$14,369,800
AMERICAN BANK OF COMMERCE D/B/A AMBANK	0	0	2	\$178,300
AMERICANWEST BANK	3	\$915,000	28	\$5,357,500
BANCO POPULAR NORTH AMERICA	0	0	41	\$18,304,800
BANK OF AMERICA, NATIONAL ASSOCIATION	0	0	1	\$10,000
BANK OF AMERICAN FORK	0	0	14	\$4,033,500
BANK OF UTAH	1	\$ 250,000	19	\$8,993,100
BARNES BANKING COMPANY	0	0	2	\$459,500
BEEHIVE CU	3	\$118,000	42	\$1,481,200
BRIGHTON BANK	2	\$100,000	4	\$279,000
CACHE VALLEY BANK	0	0	1	\$350,000
CAPITAL COMMUNITY BANK	0	0	3	\$380,000
CAPITAL ONE BANK (USA), NATIONAL ASSOCIATION	0	0	19	\$845,000
CAPITAL ONE, NATIONAL ASSOCIATION	0	0	7	\$500,000
CELTIC BANK CORPORATION	2	\$1,485,000	40	\$19,564,000
CENTRAL BANK	0	0	19	\$2,362,800
CIT SMALL BUSINESS LENDING CORPORATION	0	0	6	\$4,522,000
COMERICA BANK	0	0	1	\$150,000
COMPASS BANK	0	0	3	\$1,742,000
CONTINENTAL BANK	0	0	1	\$150,000
CYPRUS FCU	0	0	5	\$502,100
DESERET FIRST FCU	3	\$ 60,000	49	\$1,979,600
FIRST COMMUNITY BANK	0	0	1	\$320,000
FIRST UTAH BANK	1	\$100,000	17	\$1,300,000
FLORIDA BUSINESS DEVELOPMENT CORPORATION	1	\$1,109,000	1	\$1,109,000
FRONTIER BANK, FSB	0	0	2	\$250,000
GOLDENWEST FCU	4	\$80,000	46	\$1,180,000
GRANITE FCU	0	0	10	\$469,600
HERITAGEWEST FCU	1	\$35,000	17	\$846,700
HORIZON UTAH FCU D/B/A HORIZON CU	0	0	2	\$153,000
INNOVATIVE BANK	0	0	2	\$75,000
IRWIN UNION BANK AND TRUST COMPANY	0	0	6	\$2,685,700
JORDAN FCU	6	\$443,800	26	\$1,021,800
JPMORGAN CHASE BANK, NATIONAL ASSOCIATION	3	\$ 75,000	121	\$6,291,600
KEYBANK NATIONAL ASSOCIATION	2	\$300,000	27	\$3,600,800
LEHMAN BROTHERS BANK, FSB	0	0	4	\$1,706,600
MOUNTAIN AMERICA FCU	65	\$1,795,000	715	\$25,174,500
MOUNTAIN WEST BANK	0	0	8	\$1,085,500
MOUNTAIN WEST SMALL BUSINESS FINANCE	19	\$13,501,000	174	\$91,104,000
NEVADA STATE BANK	0	0	1	\$50,000
PNC BANK, NATIONAL ASSOCIATION	0	0	1	\$284,000
PRIME ALLIANCE BANK	0	0	1	\$791,400
SAEHAN BANK	0	0	1	\$600,000
SILVER STATE BANK	0	0	2	\$272,500
SOUTHWEST COMMUNITY FCU	1	\$91,900	17	\$878,400
STATE BANK OF SOUTHERN UTAH	0	0	16	\$3,434,000
SUNFIRST BANK	0	0	1	\$160,000
SUPERIOR FINANCIAL GROUP, LLC	0	0	2	\$20,000
TEMECULA VALLEY BANK	0	0	3	\$6,000,000
THE FIRST NATIONAL BANK OF LAYTON	1	\$20,000	9	\$1,819,000
THE HUNTINGTON NATIONAL BANK	0	0	1	\$837,000
THE VILLAGE BANK	0	0	2	\$585,000

LENDER	July Loan Numbers	July Total Dollars	YTD Loan Numbers	YTD Dollars
U.S. BANK NATIONAL ASSOCIATION	3	\$ 125,000	49	\$9,411,200
UNITED MIDWEST SAVINGS BANK	0	0	1	\$42,000
UNITED WESTERN BANK	1	\$1,280,000	2	\$3,020,000
UPS CAPITAL BUSINESS CREDIT	0	0	1	\$817,000
USU CHARTER FCU	0	0	1	\$150,000
UTAH CERTIFIED DEVELOPMENT COMPANY	4	\$3,965,000	71	\$34,272,000
UTAH COMMUNITY FEDERAL CREDIT UNION	01	0	1	\$65,000
UTAH FIRST FCU	1	\$50,000	5	\$280,000
WACHOVIA SBA LENDING, INC.	0	0	4	\$2,905,500
WASHINGTON MUTUAL BANK	0	0	12	\$389,500
WEBBANK	0	0	25	\$7,940,500
WELLS FARGO BANK, NATIONAL ASSOCIATION	3	\$ 400,000	54	\$7,727,100
ZIONS FIRST NATIONAL BANK	103	\$7,151,400	754	\$59,216,700
<b>TOTALS</b>	<b>251</b>	<b>\$37,006,600</b>	<b>2702</b>	<b>\$371,188,500</b>

For Questions Regarding Loan Numbers in this report please contact Pat Fewkes at (801) 524-3218 or email: [patricia.fewkes@sba.gov](mailto:patricia.fewkes@sba.gov).